

AWARD NOMINATION
SMALL BUSINESS PARTNER OF THE YEAR
(For presentation at the Annual Small Business Awards ceremony - June 2004)

Bureau: [TREASURY - IRS](#)

1) **Please provide the following company information:**

Company Name: [Paradigm Solutions Inc.](#)

Address: [2600 Tower Oaks Blvd., Suite 500, Rockville, MD 20852](#)

Telephone Number: [\(301\) 468-1200](#)

President/Owner/CEO: [Raymond Huger](#)

Business Type (check all that apply):

☒ **Small** ☐ **SDB** ☒ **8(a)** ☐ **Women-owned**
☐ **HUBZone** ☐ **Veteran-owned** ☐ **Service Disabled Veteran-owned**

2) **Please describe how this small business has excelled in the past year in the performance of their contract. Additionally, please provide a brief profile of the firm in your description.**

[Paradigm Solutions has been in business and working on Government contacts for a number of years. During the past year the Correspondence Production Service Division submitted a requirement for maintenance services and support for the print systems and auxiliary equipment located in 13 locations nationwide. The previous service providers were large corporations with many, many years experience in this field of expertise.](#)

[When Paradigm Solutions originally submitted their proposal, the Program Office were deeply concerned about the company's ability to perform since they had not previously done this same type of work nor did they have extensive or hardly any experience providing service for these types of systems. For this reason the Program Office was extremely cautious and critical as they reviewed the Paradigm proposals. They appeared to be a well-managed company with the potential for growth and development in this area of technical concern.](#)

[Paradigm Solutions have been performing under Contract No. TIRNO-03-Z-00013 for almost a year. Everyone involved with this contract has been delightfully surprised with the extremely high level of support and response we receive from this company. They have done an exceptional job of growing and managing this new business function and have been extremely supportive and sensitive to the many needs of the IRS at all 13 locations. It is obvious that the company is managed by some exceptional leaders and they should be recognized and commended for the extremely high level of support they provide the IRS. Everyone from the front line engineers/technicians to the upper management has been a pleasure to work with and we feel they, more than, meet the mark for a Small Business Partner of the Year.](#)

[Results: Since converting over to Paradigm Solutions as our service providers, the IRS has been able to realize savings which will total over a million dollars and receives a higher level of service than previously provided by a large corporation service provider.](#)